



VISAKA INDUSTRIES LIMITED[®]

CIN: L52520TG1981PLC003072

CORP. OFF : "VISAKA TOWERS", 1-8-303/69/3, S.P. ROAD, SECUNDERABAD - 500 003.
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Ref: VIL/SEC/ST-EX/Intimation-Inst. Investors' Meet/2018-19/23

Date: 06.08.2018

To,

National Stock Exchange of India Limited, Exchange Plaza, 5 th Floor, Plot No. C/1G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051	Bombay Stock Exchange Limited, The Senior General Manager, Listing Compliances, Floor 25, P. J. Towers, Dalal Street, Mumbai – 400 001
Scrip Code – VISAKAIND	Scrip Code – 509055

Sub: Intimation – Schedule of Analyst / Institutional Investors' Meet

Ref: Regulation 30 read with Schedule III to SEBI (LODR) Regulations, 2015

Dear Sir/s,

With reference to above, we wish to inform that our Company has been invited to participate in Conference 'Emkay Confluence' scheduled to be held on August 9-10, 2018 at Hotel Grand Hyatt, Santacruz, Mumbai by Emkay Global Financial Services Ltd. Mr.V.Vallinath, Whole-time Director & CFO of our company will be participating in the conference. In this connection please find enclosed herewith a presentation being made by our Company at Investor Conference.

This is for your information and records please.

Thanking you,

Yours faithfully,

for **VISAKA INDUSTRIES LIMITED**

I SRINIVAS

Vice President (Corporate Affairs)
& Company Secretary



Encl. Presentation

Regd. Office & Factory	: A.C. Division I, Survey No. 315, Yelumala Village, R.C. Puram Mandal, Medak District - 502 300. T.S.
Factory : A.C. Division II	: Behind Supa Gas Manikantham Village, Paramathi-Velur Taluq, Namakkala District - 637 207. Tamil Nadu.
Factory : A.C. Division III	: 70/3A, 70/3, Sahajpur Industrial Area, Nandur Village, Daund Taluka, Pune District - 412 020. Maharashtra.
Factory : A.C. Division IV	: Changsol Mouza, Bankibundh, G.P.No. 4, Saliboniblock, Midnapore West. W.B 721147
Factory : A.C. Division V	: No. 27/1, G. Nagenahalli Village, Kora Hobli, Tumkur - 572138, Karnataka State
Factory : A.C. Division VI	: Vill. Kannawan, PS Bachrawan, Tehsil Maharajgunji, Dist Raibareli, UP - 229 301
Factory : A.C. Division VII	: Survey No. 385, 386, Jujjur Village, Veerullapadu Mandal, Near Kanchika Cherla, Krishna District - 521 181. A.P
Factory : A.C. Division VIII	: Plot No. 2006, 1994, Khata No. 450, At-Paramanapur Manejwan, Navamunda Village Sambalpur Dist - 768200
Factory : Textile Division	: Survey No. 179 & 180, Chiruva Village, Mouda Taluk, Nagpur District, Maharashtra.
Factory : V-Boards Division I	: Gajalapuram Village, Peddadevalapally Post, Tripuramam Mandal, Near Miryalaguda, Nalgonda Dist. - 508 207. T.S
Factory : V-Boards Division II	: Gate No : 262 to 269, Delwadi Village, Daund Taluq, Pune Dist, Maharashtra - 412 214.



VISAKA INDUSTRIES LIMITED

Q1FY19 RESULTS PRESENTATION

2nd August, 2018





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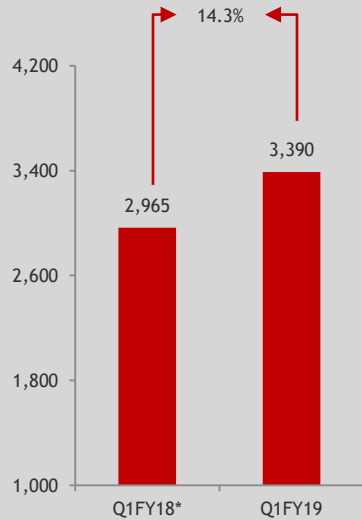
Result Highlights



Quarterly financial highlights

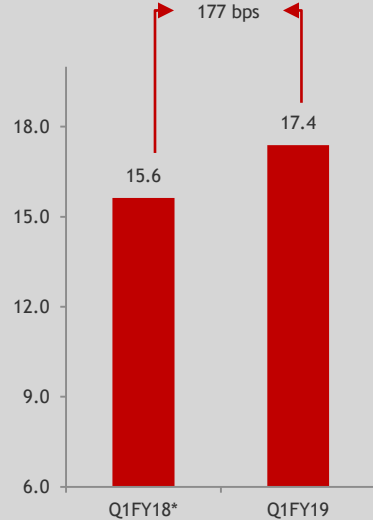


Net Sales (INR mn)

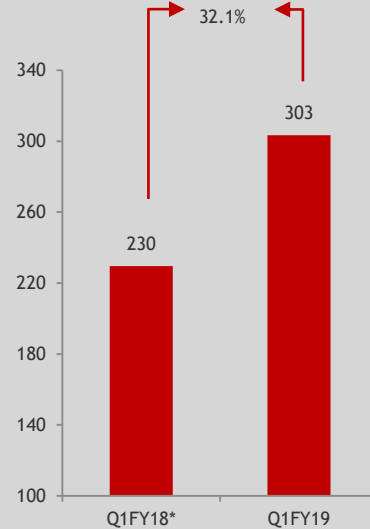


* Net of excise, Excl. Other Operating Income.

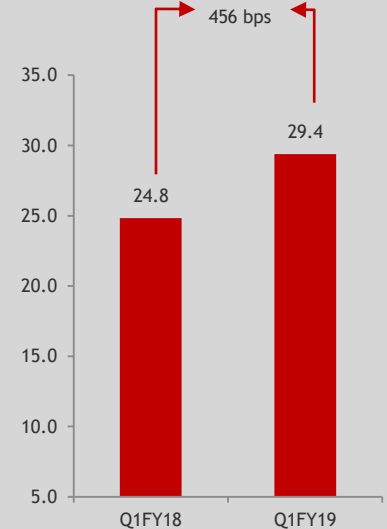
EBITDA (%)



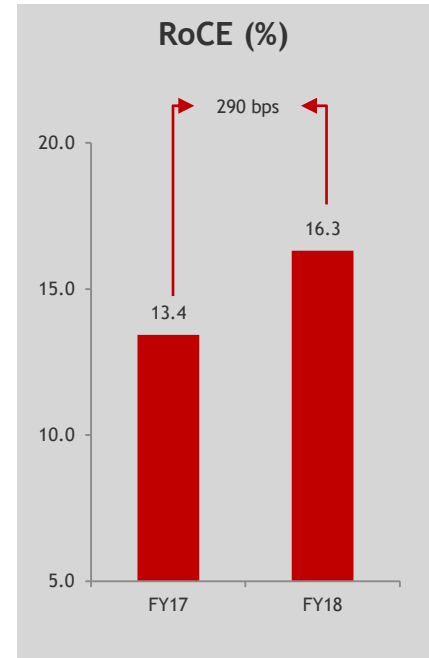
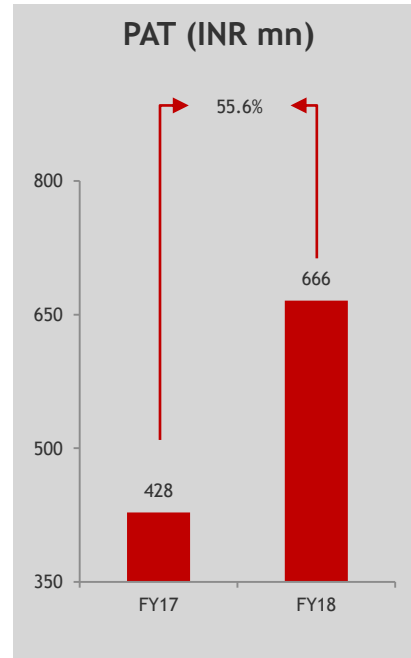
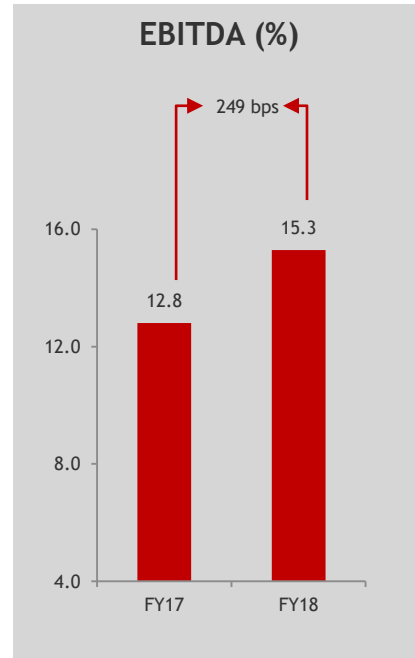
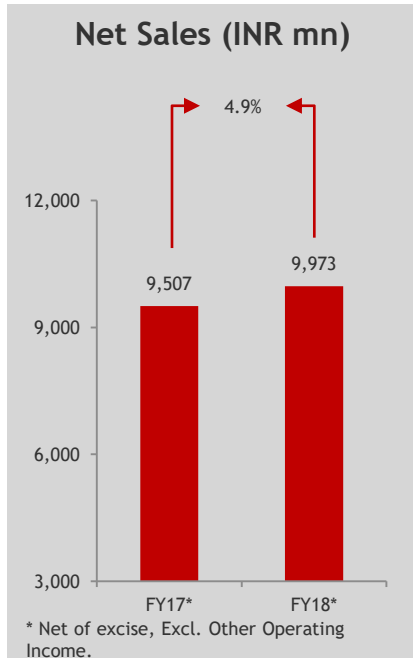
PAT (INR mn)



RoCE (%)



Annual financial highlights



Management commentary



- Net Sales revenues grew 14.3% YoY in Q1FY19 to Rs 3,390 mn augmented by increase in sales volume of 9% YoY & 32% QoQ , in building product segment
- EBITDA margins in Q1FY19 expanded 177 bps YoY to 17.4 % the highest in the last 24 quarters
- PAT grew 32.1% YoY in Q1FY19 to Rs 303.4 mn.
- RoCE for the quarter increased by 456 bps at 29.4%, FY19 - 24.8%
- ROE for Q1FY19 26.2 vs 22.8% in Q1FY18

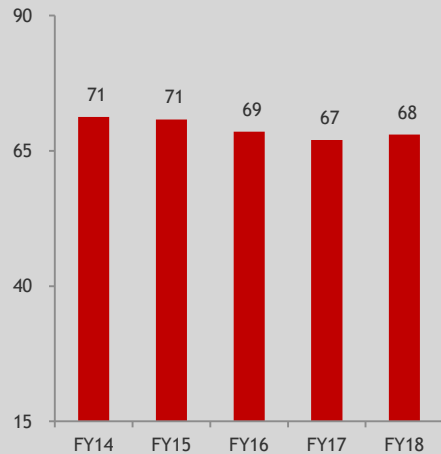
Current market share of business segments

- Cement Asbestos continued with a strong hold on its market share with 18%
- Boards and Panels retains a market share at 26% in Q1FY19 with higher domestic market share

Revenue contribution shifting to higher margin offerings

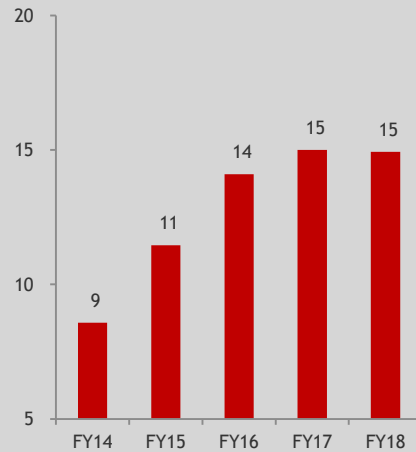


Cement Asbestos (% Sales)



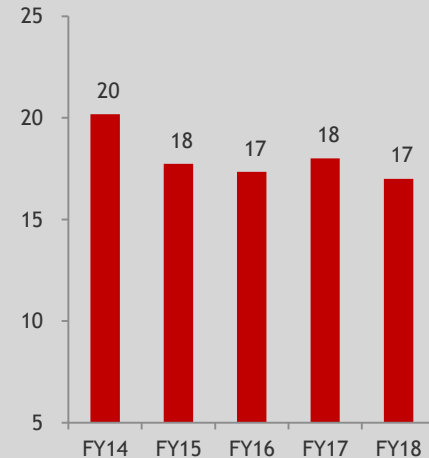
Cement asbestos continues its flattish revenue share

Fibre Cement (% Sales)



De-risking the business operations by focusing on non-asbestos businesses

Textiles (% Sales)





Operational Metrics



Operational Metrics - Quarterly



Operational Metrics (INR mn)	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19
Segmental revenues								
Building Products	1,497.4	1,551.1	2,134.9	2,607.3	1,693.60	1,969.70	2,143.70	2,956.03
Synthetic Yarn	489.4	445.8	407.6	485	317.2	448.7	452.3	500.84
Segmental Profits								
Building Products	208.8	161.9	312.6	447.4	279.6	297.8	328.8	506.72
Synthetic Yarn	68.7	36.5	9.8	11.8	6	27.3	35.1	43.67
Segmental EBIT margins								
Building Products	13.9%	10.4%	14.6%	17.2%	16.50%	15.10%	15.30%	17.14%
Synthetic Yarn	14.00%	8.20%	2.40%	2.41%	1.90%	6.10%	7.80%	8.72%
Installed capacity in MT								
Building Products	931,750	931,750	931,750	931,750	931,750	931,750	931,750	931,750
Synthetic Yarn - Spinning capacity	2,176	2,752	2,752	2,752	2,752	2,752	2,752	2,752
Production in MT								
Building Products	198,786	176,697	186,142	235,987	187,343	211,361	202,529	228,330
Synthetic Yarn	2,296	2,535	2,634	2,743	2,568	2,892	2,488	2,717
Sales in MT								
Building Products	145,751	158,967	218,445	252,816	157,967	188,508	208,408	276,107
Synthetic Yarn	2,523	2,354	2,137	2,646	1,738	2,461	2,537	2,723
Utilization (on sales)								
Building Products	63%	68%	94%	109%	68%	81%	89%	119%
Synthetic Yarn	106%	78%	71%	88%	58%	82%	85%	91%

Operational Metrics - Annually



Operational Metrics (INR mn)	FY14	FY15	FY16	FY17	FY18
Segmental revenues					
Building Products	7,047.9	8,334.6	8,179.7	7817.3	8420.0
Synthetic Yarn	1,781.3	1,796.4	1,715.8	1,788.3	1,703.2
Segmental Profits					
Building Products	244.6	486.3	531.3	1,009.0	1,353.6
Synthetic Yarn	268.6	216.3	262.4	172.0	80.1
Segmental EBIT margins					
Building Products	3.5%	5.8%	6.5%	12.9%	16.1%
Synthetic Yarn	15.1%	12.0%	15.3%	9.6%	4.7%
Installed capacity in MT					
Building Products	881,750.0	931,750.0	931,750.0	931,750.0	931,750.0
Synthetic Yarn - Spinning Positions	2,032	2,032	2,176	2,752	2,752
Production in MT					
Building Products	664,436.0	855,293.0	797,157.3	800,816.8	837,219.8
Synthetic Yarn	8,614.0	8,900.0	9,289.9	9,985.1	10,691.4
Sales in MT					
Building Products	697,714.0	805,604.0	796,238.0	787,481.0	807,700.0
Synthetic Yarn	8,522	8,958	9,199	9,453	9,382
Utilization (on sales)					
Building Products	79.1%	86.5%	85.5%	84.5%	86.7%
Synthetic Yarn	96.2%	101.1%	96.9%	78.8%	78.2%



Financial Summary



Profit & Loss statement - Quarterly



Profit & Loss (INR mn)	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19
Income from Operations	1,986.8	1,996.8	2,542.5	3,092.3	2,010.8	2,418.4	2,596.0	3,456.9
Other Income	10.8	10.2	8.3	15.9	10.2	9.9	9.8	69.1
Total Income	1,997.6	2,007.1	2,550.8	3,108.2	2,020.9	2,428.2	2,605.8	3,526.0
Operating Expenses	1,709.4	1,775.5	2,232.3	2,625.2	1,677.6	2,074.1	2,239.0	2,924.9
EBITDA	288.2	231.5	318.5	483.1	343.3	354.1	366.9	601.1
Margin %	14.5	11.6	12.5	15.6	17.1	14.6	14.1	17.4
Depreciation	81.0	87.4	91.0	90.5	86.3	86.6	84.9	86.0
EBIT	207.1	144.2	227.5	392.6	257.0	267.5	281.9	515.2
Margin %	10.4	7.2	8.9	12.7	12.8	11.1	10.9	14.9
Financial Charges	38.4	51.2	54.8	39.7	39.9	48.7	54.2	51.8
Interest %	1.9	2.6	2.2	1.3	2.0	2.0	2.1	1.5
PBT	168.8	93.0	172.7	352.9	217.1	218.7	227.7	463.4
Margin %	8.5	4.7	6.8	11.4	10.8	9.0	8.8	13.4
Tax	70.8	34.0	68.6	123.3	75.7	76.1	75.8	160.0
PAT	97.9	59.0	104.2	229.6	141.4	142.6	151.9	303.4
Margin %	4.9	3.0	4.1	7.4	7.0	5.9	5.9	8.8
EPS	6.2	3.7	6.6	14.5	8.9	9.0	9.6	19.1

Profit & Loss statement - Annually



Profit & Loss (INR mn)	FY14	FY15	FY16	FY17	FY18
Income from Operations	8,921.0	10,211.3	10,048.5	9,605.7	10,123.2
Other Income	53.6	24.2	27.3	57.1	45.7
Total Income	8,974.6	10,235.5	10,075.8	9,662.8	10,168.9
Operating Expenses	8,348.1	9,252.3	9,096.2	8,433.8	8,621.6
EBITDA	626.5	983.3	979.6	1,229.0	1,547.3
Margin %	7.0	9.6	9.7	12.8	15.3
Depreciation	224.6	430.9	363.0	340.8	348.4
EBIT	401.9	552.4	616.6	888.2	1,199.0
Margin %	4.5	5.4	6.1	9.2	11.8
Financial Charges	214.0	220.3	212.9	196.0	182.6
Interest %	2.4	2.2	2.1	2.0	1.8
PBT	188.0	332.1	403.7	692.2	1,016.4
Margin %	2.1	3.3	4.0	7.2	10.0
Tax	68.3	119.7	159.4	264.4	350.8
PAT	119.7	212.4	244.4	427.9	665.6
Margin %	1.3	2.1	2.4	4.5	6.6
EPS	7.5	13.3	15.3	26.9	41.8

Balance sheet & Key Ratios



Balance Sheet (INR mn)	FY14	FY15	FY16	FY17	FY18
Share capital	159.2	159.2	159.2	159.2	159.2
Reserves and Surplus	3,174.5	3,162.6	3,311.4	3,766.5	4,297.4
Non-current liabilities	3,132.2	3,521.4	3,354.2	1,828.8	2,109.5
Current liabilities	818.3	1,059.0	1,364.4	1,848.9	2,279.2
Total Equity and Liabilities	7,284.2	7,902.2	8,189.2	7,603.4	8,845.3
Non-current assets	3,877.8	3,464.4	3,368.7	3,546.0	4,258.3
Current assets	3,406.4	4,437.8	4,820.4	4,057.4	4,587.0
Total Assets	7,284.2	7,902.2	8,189.2	7,603.4	8,845.3

Key Ratios	FY14	FY15	FY16	FY17	FY18
RoCE (%)	6.2	8.0	8.6	13.4	16.3
RoE (%)	3.6	6.4	7.0	10.9	14.9
Debt to equity (x)	0.9	1.0	1.0	0.6	0.6
Interest coverage (x)	2.9	4.5	4.6	6.3	8.5
Inventory days	77.0	89.0	84.0	74.0	85.0
Receivable days	40.0	46.0	53.0	59.0	53.0
Payable days	19.0	21.0	23.0	29.0	34.0



Annexure

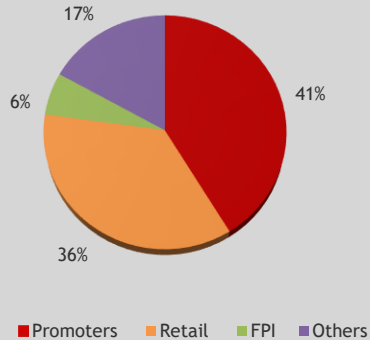


Stock information

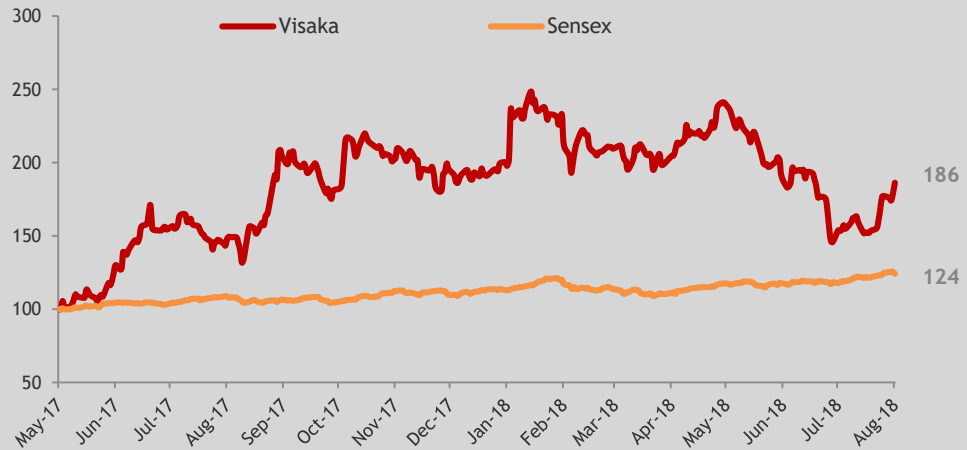


- Market cap (INR) - 9,699 mn (as on 2nd Aug 2018)
- Shares outstanding- 15.9mn (30th June 2018)
- BSE code: 509055
- NSE code: VISAKAIND

Shareholding Pattern as on 30th June 2018



Relative stock price vs BSE Sensex (as on 2nd Aug 2018)



Key Managerial Team



Shri. Dr G. Vivekanand
Vice Chairman



An MBBS graduate from Osmania University and a former Member of Parliament is a first-generation entrepreneur playing a pivotal role in the company growth. It is under his leadership and guidance, Visaka Industries has grown multifold and diversified into building products and synthetic blended yarn with a prominent position in both industries.

Shri. G. Vamsi Krishna
Joint Managing Director



He is a science graduate from Purdue University, USA. He joined Visaka in June 2010 as a management trainee and was later promoted as Chief Business strategist then as whole time director and he is currently joint managing director. He spearheaded the growth of the V-next business and invented ATUM. He was responsible in repositioning the company and introduction of ATUM.

Shri. Vepa Vallinath
Whole Time Director & CFO



He is a member of Institute of Chartered Accountants of India and Institute of Cost Accountants of India. He has a rich and varied experience of over 33 years spreading over various key operations of Finance, Business Strategy, Costing etc.



Brands & Offerings



Prestigious Brands of VISAKA Industries



VISAKA & SHAKTI

V-Next

V-Board

V-Premium

V-Plank

V-Panel

ATUM

V-Infill

Green products footprint increasing



Vnext by Visaka products are manufactured using Cellulose fiber and are Green Pro Certified product (V board, V designer, V plank & V premium, and V panel) by CII-IGBC, the first and only company to be certified **Green Products in the category of FCB**. With use of V board, you save huge amount of electricity and water as our product is dry wall construction. Due to shortage of Red Sand for construction, Vnext is an ideal ecofriendly product for future generations to come.

Revolutionizing use of energy efficiently-ATUM



ATUM PLANT



ROOFING with the ATUM product



Multifarious use of Boards and Panels



Mezzanine Flooring with V-Boards



Kitchen cabinets rich look with V-Boards



Aesthetic offering with V-Boards & Panels



Wall Paneling with V-Boards



Roof Underlay with V-Premium



Partitions, False Ceiling, Mezzanine flooring, Shelves in House Boat with V-Board



Contact us



Investor Relations contact

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